

M U L T I - A E R O , I N C . D / B / A

AIR CHOICE ONE



DEPARTMENT OF TRANSPORTATION

Proposal to Provide Essential Air Service at

Hot Springs, Arkansas

Docket DOT-OST-1997-2935

Under 49 U.S.C. 41731 et seq.

**August 31st
2020**

Direct Inquiries Regarding this Proposal to:

Shane Storz, CEO

[Air Choice One Airlines](http://AirChoiceOneAirlines.com)

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Route Map

Destinations:

Burlington, Iowa
Jonesboro, Arkansas
Mason City, Iowa
Fort Dodge, Iowa
Jackson, Tennessee

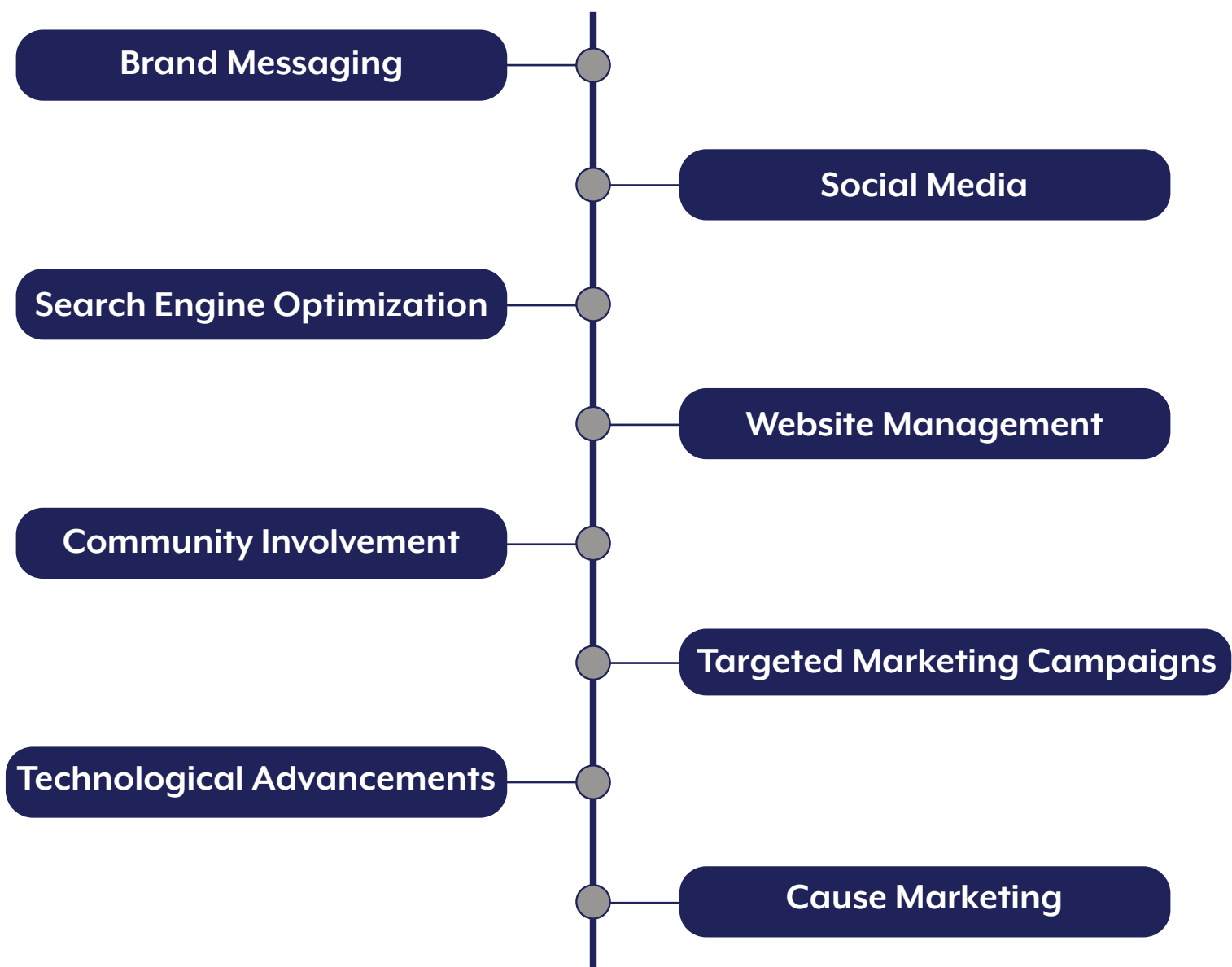
Hubs:

Chicago O'Hare
International Airport
St. Louis Lambert
International Airport
Minneapolis - St. Paul
International Airport
Atlanta Hartsfield-
Jackson International
Airport



Marketing

We have an in-house, full-time marketing department to ensure that we are visible across social networks, news outlets and the communities we serve.



CHOICE 1

Choice 1: (2) Year Term

Beechcraft 1900C (9 seats)

(18) Total Round Trips Per Week

(18) RT's from Memorial Field Airport (HOT) to
Dallas/ Fort Worth International Airport (DFW)



CHOICE 1

Choice 1: (2) Year Term
 Beechcraft 1900C (9 seats)
 (18) Total Round Trips Per Week
 (18) RT from Memorial Field Airport (HOT)
 to Dallas/ Fort Worth International Airport (DFW)

Operation Revenues

Revenues	\$922,500
Other Revenues	9,225
Total Operating Revenues	\$931,725

Number of Passengers	12,300
Average Fare DFW	\$75.00
Departures	1,840
Block Hours	1,420
Revenue Passenger Miles	2,431,000
Available Seat Miles	3,648,940

Direct Operating Expenses

Flying Operations	\$390,436
Fuel and Oil	780,517
Maintenance	674,390
Aircraft Leases	450,000
Total Direct	\$2,295,343

Marketing	50,000
Indirect	1,009,927
Total Operating Expenses	\$3,355,270

Two Year Selection

Year 1	\$2,591,309	\$1,408
Year 2	\$2,669,048	\$1,451

Compensation per Departure

Operating Loss	\$2,423,545
Profit Element (5% Total Oper. Exp.)	167,764
Compensation Required	\$2,591,309

Compensation per PAX	\$211.00
Compensation per Departure	\$1,408.00

To align revenue with costs over time, Air Choice One proposes 3% annual escalation factor.

Air Choice One will work closely with the community to provide flight schedules that will be optimal for our hub connections.

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CHOICE 2

Choice 2: (2) Year Term

Beechcraft 1900C (9 seats)

(18) Total Round Trips Per Week

(12) RT's from Memorial Field Airport (HOT) to
Dallas/ Fort Worth International Airport (DFW) &
(6) RT's to Memphis International Airport (MEM)



CHOICE 2

Choice 2: (2) Year Term
 Beechcraft 1900C (9 seats)
 (18) Total Round Trips Per Week
 (12) RT's from Memorial Field Airport (HOT)
 to Dallas/ Fort Worth International Airport (DFW)
 & (6) RT's to Memphis International Airport (MEM)

Operation Revenues

Revenues	\$911,250
Other Revenues	9,113
Total Operating Revenues	\$920,363

Direct Operating Expenses

Flying Operations	\$378,132
Fuel and Oil	733,803
Maintenance	630,219
Aircraft Leases	450,000
Total Direct	\$2,192,154

Marketing	50,000
Indirect	1,159,691
Total Operating Expenses	\$3,401,845

Operating Loss	\$2,481,482
Profit Element (5% Total Oper. Exp.)	170,092
Compensation Required	\$2,651,574

Compensation per PAX	\$218.00
Compensation per Departure	\$1,441.00

Number of Passengers	12,150
Average Fare DFW	\$75.00
Average Fare MEM	\$69.00
Departures	1,840
Block Hours	1,341
Revenue Passenger Miles	2,434,050
Available Seat Miles	3,307,712

Two Year Selection

Year 1	\$2,651,574	\$1,441
Year 2	\$2,731,121	\$1,484

Compensation per Departure

To align revenue with costs over time, Air Choice One proposes 3% annual escalation factor.

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CHOICE 3

Choice 3: (2) Year Term

Beechcraft 1900C (9 seats)

(18) Total Round Trips Per Week

(12) RT's from Memorial Field Airport (HOT) to
Dallas/ Fort Worth International Airport (DFW) &
(6) RT's to Hartsfield - Jackson Atlanta International
Airport (ATL)



CHOICE 3

Choice 3: (2) Year Term
 Beechcraft 1900C (9 seats)
 (18) Total Round Trips Per Week
 (12) RT's from Memorial Field Airport (HOT)
 to Dallas/ Fort Worth International Airport (DFW)
 & (6) RT's to Hartsfield - Jackson Atlanta International Airport (ATL)

Operation Revenues

Revenues	\$1,032,750
Other Revenues	<u>10,328</u>
Total Operating Revenues	\$1,043,078

Direct Operating Expenses

Flying Operations	\$519,004
Fuel and Oil	795,990
Maintenance	865,007
Aircraft Leases	<u>450,000</u>
Total Direct	\$2,630,001

Marketing	50,000
Indirect	<u>1,037,672</u>
Total Operating Expenses	\$3,717,673

Operating Loss	\$2,674,595
Profit Element (5% Total Oper. Exp.)	<u>185,884</u>
Compensation Required	\$2,860,479

Compensation per PAX	\$235.00
Compensation per Departure	\$1,555.00

Number of Passengers	12,150
Average Fare DFW	\$75.00
Average Fare ATL	\$105.00
Departures	1,840
Block Hours	1,840
Revenue Passenger Miles	3,551,850
Available Seat Miles	4,826,727

Two Year Selection

Year 1	\$2,860,479	\$1,555
Year 2	\$2,946,293	\$1,601

Compensation per Departure

To align revenue with costs over time, Air Choice One proposes 3% annual escalation factor.

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Thank you for your
consideration!

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